

Message Text

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PAGE 01 SAPPOR 00027 090306Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----025657 091946Z /43

R 090202Z MAR 78
FM AMCONSUL SAPPORO
TO USDOC WASHDC
INFO SECSTATE WASHDC 514
AMEMBASSY TOKYO

UNCLAS SAPPORO 0027

E.O. 11652: N/A
TAGS: BTIO, JA
SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 588/05/P0014
2. 030878
3. K. ITAYA
4. 588 JAPAN
5. I.A.D.
- 6A. REPLY TO--
- 6B. YUJI TAKADA, BRANCH OFFICE MANAGER
- 6C. CORNES AND COMPANY LIMITED, SAPPORO OFFICE, 5-BANCHI,
NISHI 23-CHOME, KITA 7-JO, CHUO-KU, SAPPORO, JAPAN 060.
7. TEL: 011-631-6291 (SAPPORO) TELEX: NIL
8. VERMEER MANUFACTURING COMPANY, PELLA, IA 50219
PAUL MUELLER COMPANY, SPRINGFIELD, MO. 65801
9. 104-11 9A. DIRECT SALE AND REPRESENTATION
10. DESCRIPTION:
3944287-0010 NONPOWERED MINIATURE MODELS OF AGRICUL-
TURAL MACHINERY AND EQUIPMENT INCLUDING TRACTORS,
FARM WAGONS, HAY BALERS, LARGE ROUND HAY BALERS,
FORAGE HARVESTERS, MOWER CONDITIONS, FORAGE BLOWERS,
PLOWS, HARROWS, CULTIVATORS, SEED DRILLS AND
PLANTERS (DESIRABLE SCALE: 1/50 - 1/100).
3942007-0010 MINIATURES OF ANIMALS SUCH AS COWS,
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BULLS, HORSES, BUFFALOS, ELKS, RAMS, MOOSE AND HOGS
MADE OF PLASTIC OR SIMILAR MATERIALS (DESIRABLE
SCALE 1/50 - 1/100).
3523000-0050 TOP AND BOTTOM SILO UNLOADERS.
ESTABLISHED IN 1861 IN YOKOHAMA, CORNES IS AN
IMPORTER, EXPORTER AND DISTRIBUTOR OF AGRICULTURAL
MACHINERY, INDUSTRIAL AND ELECTRONIC MACHINERY,

AUTOMOBILES AND PERFUMERY. CAPITALIZED AT 150 MILLION YEN (US\$625,000), IF HAS IT MAIN OFFICE IN TOKYO AND BRANCHES IN SAPPORO, YOKOHAMA, OSAKA, KOBE AND IN LONDON. FURTHER, IT HAS SEVEN AFFILIATED COMPANIES IN JAPAN. ITS SALES TERRITORY COVERS ALL OF JAPAN, BUT FIRM'S MAIN MARKET FOR ITS AGRICULTURAL MACHINERY LINE IS HOKKAIDO. ITS SALS TURNOVER IN 1977 WAS 12 BILLION YEN (50 MILLION DOLLARS), 25 PERCENT OF WHICH WAS AGRICULTURAL MACHINERY. IN JAPAN, FIRMS CARRYING AGRICULTURAL MACHINERY OFTEN USE THEIR DISTRIBUTION CHANNELS FOR A LINE OF AGRICULTURAL TOYS. CORNES PLANS TO BEGIN CARRYING A LINE OF AGRICULTURAL TOYS AND PROJECTS FIRST YEAR SALES OF 5 MILLION YEN (\$20,833) FOR MINIATURE ANIMALS AND 10 MILLION YEN (\$41,666) FOR MACHINERY MODELS. APPRECIATE LITERATURE AND PRICE INFORMATION ASAP. WESTMORE

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NNN

Message Attributes

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Disposition Event:
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Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BTIO, JA
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Type: TE
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